



## **BUSINESS DEVELOPMENT LEAD**

### **Description**

KSV's mission is to use our creativity to amplify the efforts of purpose-driven organizations and help people make decisions that positively impact their own lives, the lives of others, and the planet. To further this mission, we are looking for a dynamic, strategic business development leader with demonstrated experience growing business with consumer brands.

### **Responsibilities**

- Oversee the development and execution of the agency's marketing and business development strategy in support of agency growth goals
- Identify opportunities to put KSV in front of target prospects whether through public relations opportunities, speaking engagements, or networking events, etc.
- Identify, develop, define, and close new business opportunities
- Develop agency sales content and presentations
- Develop agency sales strategies and product ideas
- Identify and manage pitch opportunities and RFP responses
- Represent our agency brand and expertise online and at in-person conferences, networking events, and new business meetings
- Identify potential partnerships that could lead to new business opportunities
- Examine risk and potential for business opportunities
- Close new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations
- Partner with client services to successfully onboard new clients
- Proactively develop and test new ideas to generate business for the agency

### **Qualifications**

- Experience working in an agency environment
- Demonstrated success in a business development role
- Strong presentation skills (development and delivery)
- Superior written and verbal communication skills
- Comfortable meeting and interacting with new people
- Ability to think quickly in high-pressure situations
- Willingness to try new thing, test and learn
- CRM management experience (Hubspot or similar)
- Excellent organizational skills
- Ability to work under pressure
- Team player and problem solver
- Cares about the environment and our ability to positively impact it



## About KSV

KSV is a collective of creative and strategic thinkers who are committed to a more sustainable existence. As part of the KSV team you'll have the daily opportunity to be part of something bigger than just yourself, because everything we do is filled with a purpose. And that's enough to fill us up with all types of good stuff. We are proud to be a certified woman-owned B Corp.

### Employee Benefits:

- 401k
- Health, dental, and vision coverage
- Parental leave
- Flexible PTO
- Paid holidays include the week between Christmas and New Year's Day, MLK Day, Memorial Day, 4th of July, Labor Day, Thanksgiving and the following Friday
- Summer half-day Fridays
- Flexible work environment

KSV is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, gender identity, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law.